

EXHIBIT A

TO REGISTRATION STATEMENT

RECEIVED
INTERNAL SECURITY
SECTION
CRIMINAL DIVISION

Furnish this exhibit for EACH foreign principal listed in an initial statement
and for EACH additional foreign principal acquired subsequently.

1. Name and address of registrant VAN BRUNT & COMPANY, ADVERTISING-MARKETING, INC. 111 East Wacker Drive - Suite 1429 Chicago, Illinois 60601		2. Registration No. 1704
3. Name of foreign principal Chamber of Foreign Trade of The German Democratic Republic	4. Principal address of foreign principal Shadowstrasse 1b DDR 108 Berlin	

5. Indicate whether your foreign principal is one of the following type:

☒ Foreign government

☐ Foreign political party

☐ Foreign or ☐ domestic organization: If either, check one of the following:

☐ Partnership

☐ Committee

☐ Corporation

☐ Voluntary group

☐ Association

☐ Other (specify) _____

☐ Individual - State his nationality _____

6. If the foreign principal is a foreign government, state:

a) Branch or agency represented by the registrant.

Chamber of Foreign Trade of The German Democratic Republic

b) Name and title of official with whom registrant deals.

Dr. Klaus Friedrich

7. If the foreign principal is a foreign political party, state:

a) Principal address

b) Name and title of official with whom the registrant deals.

c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

b) Is this foreign principal

Owned by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐

Directed by a foreign government, foreign political party, or other foreign principal.... Yes ☒ No ☐

Controlled by a foreign government, foreign political party, or other foreign principal.. Yes ☒ No ☐

Financed by a foreign government, foreign political party, or other foreign principal... Yes ☒ No ☐

Subsidized in whole by a foreign government, foreign political party, or other foreign principal..... Yes ☒ No ☐

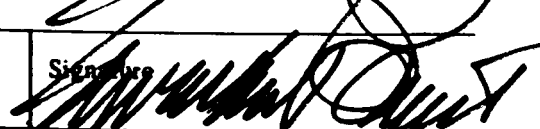
Subsidized in part by a foreign government, foreign political party, or other foreign principal..... Yes ☒ No ☐

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

We are dealing with the Chamber of Commerce of a communist country which by definition owns, controls, directs, finances, subsidizes, etc. its activities because it is the government. The government industry of Machine Tool manufacturing is currently being represented through The Chamber of Foreign Trade of the G.D.R. for its representation in the United States.

To what extent the government exercises those points marked "Yes" above is not the information of the registrant.

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

Date of Exhibit A 11/20/74	Name and Title Edwin Van Brunt, Exec. V.P.	Signature 
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UNITED STATES DEPARTMENT OF JUSTICE
Washington, D.C. 20530

EXHIBIT B

TO REGISTRATION STATEMENT
Under the Foreign Agents Registration Act
of 1938, as amended

REGISTRATION UNIT
INTERNAL SECURITY
SECTION
CRIMINAL DIVISION

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant	Name of Foreign Principal
VAN BRUNT & COMPANY, ADVERTISING-MKTG. INC.	Chamber of Foreign Trade of The German Democratic Republic (GDR)

Check Appropriate Boxes:

- ☐ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
- ☒ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
- ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.
4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

We have been responsible for assisting the Director of Commerce of the GDR in trade show participation. The G.D.R. machine tool industry is interested in the U.S. market and has participated in the International Machine Tool Show - Chicago. Van Brunt & Company developed and printed invitations, mailing lists, speech translations and provided translators for two seminars ~~XXXXXXXXXX~~ held in conjunction with the Machine Tool Show. The seminars were on the state of the art of machine tool manufacturing in the G.D.R.


5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

As outlined in Area #4 we have and will in the future, help prepare invitations, speeches, translations, etc. related to meetings hosted by the G.D.R. These meetings (seminars) will be in conjunction with Machine Tool Exhibitions in New York, Chicago and Los Angeles during 1975.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?^{1/} Yes ☒ No ☐

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

While our efforts on behalf of the foreign principal appear to be defined in the Act as 'political activities', in point of fact our services consist solely of assisting the foreign principal in its trade shows in the United States.

Date of Exhibit B	Name and Title	Signature
11/20/74	Edwin Van Brunt, Executive Vice President	

^{1/} Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

RECEIVED
U.S. DEPARTMENT OF JUSTICE
OCT 24 1974
LEGATION UNIT
INTERNAL SECURITY
SECTION
CRIMINAL DIVISION

October 23, 1974

Dr. Klaus Friedrich
Director
CHAMBER OF FOREIGN TRADE OF THE
GERMAN DEMOCRATIC REPUBLIC
Schadowstrasse 1b
DDR 108 Berlin

Dear Dr. Friedrich:

I have not heard further from you in answer to my letter of September 24 specifically regarding when you will return to Chicago. I would like very much to know your anticipated travel schedule, as my schedule for early November will be quite congested and I would, of course, like to meet with you.

I have received from our office in Australia a copy of a letter from your Embassy acknowledging our offer to be of assistance to you in that market. I am somewhat confused by Mr. Parsche's reply, as I interpret it to mean that you are already working with an agency in Australia. Could you please clarify this situation for me so that I may, in turn, advise our office there of what your current agency relationship is there and whether or not we can be of any assistance. I am enclosing a copy of Mr. Parsche's letter of October 8 for your files.

Again, I would like to hear from you either by letter or telex regarding your forthcoming visit to the United States. I look forward to an early reply.

Sincerely yours,



SEF:aub

October 9, 1974

Mr. Erwin Fischer
B. ELLIOTT INCORPORATED
478 Evans Avenue
Toronto, Ontario M8W2T9
Canada

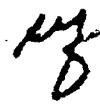
Dear Mr. Fischer:

I hope that you have concluded all of your meetings in follow up to the International Machine Tool Show in a successful manner. I have delayed writing to you knowing that your schedule would be extremely full following the show.

I am curious to know what your plans will be for the exhibitions to be held in March of next year in New York, Chicago and Los Angeles. Dr. Friedrich is scheduled to return to Chicago for meetings the first week of November. The purpose of his visit is to begin arrangements for the exhibitions in March. Because of your involvement in the last exhibition, it would appear that your being present for these meetings might be beneficial.

Lastly, and in a way most importantly, I would still like to get together with you to discuss your advertising and marketing needs. I think that we have a very fine agency and one which is capable of providing you the attention and expertise you are seeking in an agency. I would appreciate hearing from you at your earliest opportunity to see when we might arrange a meeting to discuss this area of mutual interest. I look forward to hearing from you soon.

Best regards,



SEF:amb

September 24, 1974

Dr. Klaus Friedrich
Director
CHAMBER OF FOREIGN TRADE OR THE
GERMAN DEMOCRATIC REPUBLIC
Schadowstrasse 1b
DDR 108 Berlin

Dear Dr. Friedrich:

I trust that you have successfully returned to Berlin and that you were pleased with the activities surrounding the International Machine Tool Show here in Chicago. I am sorry that I was unable to be here for the entire length of your stay, but I look forward to your return in November.

My assistant, Ms. Bibbs, has brought me up to date on all of the activities which took place during my absence. I trust that you feel that everything was handled to your complete satisfaction. I have talked with Mr. Fischer regarding his impression of the exhibition and he indicated that he was pleased with the results and was looking forward to increased business.

Ms. Bibbs has informed me that you will be returning here in November to discuss the plans for meetings in March 1975. Please let us know in advance of your arrival in November so that we can arrange accommodations and a meeting schedule to cover all of the necessary points for these new seminars.

Per our discussion while you were here, I did notify our office in Australia and have attached a copy of their reply to my letter. There are a few remaining invoices for messenger services and telephone calls which I will hold until your visit in November. We appreciate very much your prompt payment for our services and look forward to a continued and growing relationship with the GDR. If you need anything, please do not hesitate to call or write.

Sincerely yours,



SEF:amb
encl.

August 29, 1974

Dr. Klaus Friedrich
McCormick Inn
23rd St. & Lake Shore Drive
Chicago, Illinois

Dear Dr. Friedrich:

This is to re-confirm what has been done to date regarding the preparation and mailing of 3500 invitations and the translations and printing of six speeches for the September 5 and 6 Symposium.

Over this past weekend the 3500 invitations were re-printed at your request to incorporate the changes of the words "East Germany" to the words "German Democratic Republic". Also, 3500 inserts for the invitations were printed.

We also obtained a mailing list of 1500 names from McGraw Hill Direct Mail at your request and at a cost of approximately \$600-700. Fifteen hundred invitations were shipped to McGraw Hill in New Jersey on Monday, August 26, for addressing and mailing. Of the remaining 2000 invitations, 200 were delivered to you at the McCormick Inn on Monday, August 26, for your own personal distribution; approximately 1200 to 1400 of the remaining 1800 invitations are now being addressed and mailed by our letter service here in Chicago. Included in these 1200-1400 invitations is a letter written by Mr. Fischer personally inviting participation in the Symposium. We understand from both you and Mr. Fischer that the remaining invitations will be hand delivered by Mr. Fischer's representatives to the exhibitors at the International Machine Tool Show.

In addition to the printing of 1500 personal letters from Mr. Fischer, we understand that you want an additional 50 sets of the 35 photos that are contained in the six speeches, as well as 50 additional copies of each of the six speeches. To simplify matters, we have enclosed four copies of a revised estimate dated today which incorporates the additional costs of those items not originally included in our estimate of July 25, 1974, and we would appreciate your returning two signed copies at your earliest opportunity.

On September 6 we will be able to present invoices for most of the work accomplished. However, there may be some charges which we will have to bill later, after we receive our invoices--items such as cables, telephone calls, messenger services and shipping, we cannot itemize until we receive the invoices for these services.

If you have any questions regarding the above, please do not hesitate to call.

Cordially yours,

Arlene M. Bibbs
Account Coordinator

S.E. Forrest
/amb
cc: S. Forrest

Car. Pen. (S) 6/6
FYI
Len

WJ 15353 1507 08/20+
VANDERBILT 62407

44 112340"
20/08 21.12
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ATTENTION DR FRIEDRICH 8/20/74

YOUR CABLE REGARDING INSERTING OF COCKTAIL, COFFEE INFORMATION AND PROOFING OF INVITATION'S TECHNICAL ACCURACY BY MR FISCHER ARRIVED TOO LATE. INVITATION ALREADY PRINTED. MOST IMPORTANTLY NONE OF YOUR SOURCES HAVE SUPPLIED PROPER INVITATION NAMES AND ADDRESSES. WE HAVE COMPILED APPROXIMATELY 200 NAMES OURSELVES.

HAVE OPPORTUNITY TO HAVE AMERICAN MACHINIST MAGAZINE SUPPLY ACCURATE LIST OF COMPANIES. LIST VERY CONFIDENTIAL BUT THEY WILL SUPPLY NAMES FOR OHIO, MICHIGAN, ILLINOIS, INDIANA, WISCONSIN AND NEW YORK. ADDITIONAL COST APPROXIMATELY \$250 AND I STRONGLY URGE YOU TO APPROVE THIS EXPENSE. OTHERWISE WE WILL NOT HAVE SUFFICIENT NAMES FOR 3500 INVITATIONS.

PLEASE REPLY BY TELEX AS SOON AS POSSIBLE

S E FORREST

*
112240 INTER DD

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02.6 MIN

western union

Telegram

LL0029 (59) CCB016(0427)(1-042307G231)PD 08/19/74 0427

ICS IPMIIHA IISS duplicate of Telegram & Telegram

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PMS-CHICAGO IL

AWLO82 VIA ITT CTC683 PPD779X XDD123 7 1111SC BLN A DD

UINX HL DDBE 083

BERLIN TLX 83 19 0706 PAGE1/50

LT *Van Buren*

IMGEAD *111 E. Wacker Dr.*

CHICAGO 60601

1974 AUG 19 AM 4 18

MR. FORREST- PLEASE PUT ON BOTH THE INVITATIONS OF THE TWO
DAYS AFTER THE FIRST AND THE SECOND LECTURES THE WORD : COFFEE
BREAK AND AFTER THE THIRD LECTURE THE WORD : COCKTAIL
PLEASE AGREE BEFORE THE PRINTING THE TRANSLATIONS INTO ENGLISH
CONCERNING THE UNUAL WMW- TECHNICAL

COL LT : : WMW-

SF-1201 (R5-69)

western union

Telegram

1974 AUG 19 AM 4 18

PPD779X XDD123 IMGEAD PAGE2/33

TERMS WITH E . R. FISCHER PRESIDENT OF B. ELLIOTT (CANADA)

LTD 478 EVANS AVENUE TORONTO- 14 (ONTARIO)

CANADA YOU WILL GET AN INVITATION LIST BY MR. FISCHER

KINDEST REGARDS FRIEDRICHT

COL 14

NNN

NNNN



western union

Telegram

TXA185 CCF131(1310)(1-1357416226)PD 08/14/74 1309 1974 AUG 14 PM 1 00

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IISS FM RCA 14 1309

PMS CHICAGO IL

WUF5510 UWS867 PPC001X 132

ARNX CO DDBE 074

BERLIN TLX 74 14 1445 PAGE1/50

IMAGEAD *Wm. Beant Co. (Suite 1429)*

CHICAGO *111 E. Wacker Dr. (60601)*

FORREST - RE : YOUR TELEX 12. PLEASE SEND THE INVITATIONS

1. TO ALL EXHIBITORS OF THE INTERNATIONAL MACHINE TOOL

SHOW 2. TO ALL PRODUCERS AND USERS OF MACHINE TOOLS IN

CHICAGO, THE STATES OF ILLINOIS, WISCONSIN AND MICHIGAN

3. PLEASE CONTACT BUSINESS INTERNATIONAL, MR

COL 12.8 1. 2. 3.

SF-1201 (RS-89)

132 IMAGEAD PAGE2/24

file 6DR

western union

Telegram

007 74 1309

B. J. WARD AND CHICAGO ASSOCIATION OF COMMERCE AND
INDUSTRY MR ROBERT L. BEAN . THEY WILL PLACE ADDRESSE
AT YOUR ^{DISPOSAL} ZRFBSPSAL

FRIEDRICH DIRECTOR

NNN

NNNN

8/14	
Phone 2-3411-1-AM	
5	

*AMB mailed
87 120 p*

western union

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IISS FM ITT 31 1356

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AWL597 VIA ITT CTC260 PPC015X XDD848 137

UINX CO DDBE 061

BERLIN TLX 61 31 1543 PAGE1/50

IMAGED VAN BRUNT CO
CHICAGO 111 E Wacker Dr
60601

DEAR MR FORREST ,

PLEASE SEND A COPY OF THE PROGRAM AS SOON AS POSSIBLE
TO THE FOLLOWING FIRMS (WMW AGENTS) :

E R FISCHER 416 -252 -5252

PRESIDENT OF B ELLIOT (CANADA) LTD

478 EVANS AVENUE , TORONTO 14 (ONTANO) CANADA

N C GLUBINGER PRESIDENT OF ASTOR

SF-1201 (R5-69)

1974 JUL 31 PM 1 00
G.D.R.

western union

Telegram

1974 JUL 31 PM 1 00

Ernst & Young

COL 478

PPC015X/XDD848/137 IMA P2/11

INTERNATIONAL MACHINERY 242 ASTOR STREET

NEWMARK NEW JERSEY USA

FRIEDRICH INTERKAMMER

COL 242

NNN

NNNN



Telegram

SNA036 (12) CCF208 (1649) (1-161960G221) PD 08/09/74 1649

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URNX CO. DDBE 047

BERLIN TLX 47 9 1831

IMAGEAD *Van Buren 9 ep*

CHICAGO

MR FORREST

HAVE SENT CA 300 LETTERS TO DIV FIRMS IN US INTERESTED
PERSONS FOR PROGRAM WILL CONTACT YOU I ARRIVE 21. AUGUST
WITH AZ 668 IN CHICAGO PLEASE BOOK UP TO 26. 8. ROOM
FOR ONE PERSON IN PAMER HOUSE

KINDST REGARDS FRIEDRICH DIRECTOR

SF-1201 (R5-69)

COL 300 21. 668 26. 8.

We kindly invite you to attend this symposium held in the hotel

McCormick Inn

791-1900

23rd and the Lake,

Chicago, Illinois 60616

in Chicago on September 5th and 6th, 1974.

Should you be interested in further information, please,
turn to

Vice-President

Mr. Forrest

Van Brunt & Company, Incorporated
Chicago

111 East Wacker Drive

Chicago, Illinois 60601

312/644-4600

Cable: IMAGED Chicago

From there you will obtain detailed information material.

Thanking you for your interest, we are,

Yours sincerely,

Friedrich

Director

Berlin, August 9th, 1974

KAMMER FÜR AUSSENHANDEL
DER DEUTSCHEN DEMOKRATISCHEN REPUBLIK

CHAMBER OF FOREIGN TRADE OF THE GDR
KAMMER FÜR AUSSENHANDEL DER DEUTSCHEN DEMOKRATISCHEN REPUBLIK
CHAMBER OF FOREIGN TRADE OF THE GDR
KAMMER FÜR AUSSENHANDEL DER DEUTSCHEN DEMOKRATISCHEN REPUBLIK

Dear Sirs,

The Chamber of Foreign Trade of the GDR is organizing a

Symposium on GDR Machine Tool Industry

on the occasion of the International Machine Tool Show
1974 in Chicago.

This symposium is staged for the purpose of informing
our business partners about the standard of development
and the prospects of the various branches of GDR machine
tool industry in order to explore possibilities for expanding
the foreign trade relations.

Furthermore, it is planned to grant licenses resulting from
the most recent achievements in the field of research
of the GDR to interested parties. At the same time we want to
study the possibilities of cooperation with interested firms
in the most diversified fields.



Telegram

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IISS FM RCA 31 0658

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1974 JUL 31 AM 6 04
644-4600

PMS CHICAGO IL

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URNX CO DDBE 037

BERLIN TLX 37 31 1030

IMAGED

CHICAGOUSA

DEAR MR FORREST ,

THANK YOU FOR YOUR RECENT LT WE ARE GLAD THAT IT WAS
POSSIBLE TO POSTPONE THE EVENT BY ONE DAY . ORDER POSTAL DISPATCH
ETC ACCORDING TO YOUR TELEX

FRIEDRICH INTERKAMMER

COL LT

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VANBRUN62407

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112340 INTER DD

VANBRUN62407

6 21 74

TO - DR. FRIEDRICH

EYE HAVE DELAYED ACTING ON SPEECH TRANSLATIONS
AWAITING GO AHEAD FROM YOU. IN ORDER TO MAINTAIN
SCHEDULE NEED TO HAVE YOUR APPROVAL ON COSTS PER
MY LETTER TO YOU BEVERLY HILLS HOTEL. PLEASE
REPLY BY TELEX VIA OUR NEW YORK OFFICE ATTENTION
R. BARKER. REGARDS.

VAN BRUNT/FORREST

+
112340 INTER DD

.....
01.3 MINV

Western Union International, Inc.

WUI 127-1570

CLASS	
FULL RATE	
CABLE LETTER (LT)	X
PRESS	

CABLEGRAM

E. A. GALLAGHER, President

FULL RATE WILL APPLY UNLESS OTHERWISE INDICATED

CHARGE TO: NAME Van Brunt & Company
ADDRESS 111 E. Wacker Drive
ACCOUNT NO. Chicago, Illinois 60601

TIME FILED

4:30 PM - opr. 409

WORD COUNT

Transmission copy of message begins below this line

WRITE
"WUI"
HERE

July 17, 19 74

To Dr. Klaus Friedrich
INTERKAMMER BERLIN
BERLING GERMANY

Via

SENDER MUST SPECIFY ROUTE

UNDERSTAND FROM OUR NEW YORK OFFICE WE ARE INSTRUCTED TO PROCEED WITH PRODUCTION OF 35500 INVITATIONS AND ARE NOT TO PROCEED WITH AD FOR MACHINE TOOL SHOW ISSUE. REST OF TEXEX SOMEWHAT GARBLED AND WOULD APPRECIATE YOUR SENDING INSTRUCTIONS REGARDING OTHER ITEMS.

FORREST
IMAGEAD

Send the above message subject to the conditions, rules and regulations of Western Union International, Inc. set forth in its tariffs on file with the Federal Communications Commission.

Western Union International, Inc.

WUI 12563 (2-70)

CLASS	
FULL RATE	
CABLE LETTER (LT)	X
PRESS	

FULL RATE WILL APPLY UN-
LESS OTHERWISE INDICATED

CABLEGRAM

E. A. GALLAGHER, President

CHARGE TO: NAME Van Brunt & Company
ADDRESS 111 E. Wacker Drive
Chicago, Illinois 60601
ACCOUNT No.

TIME FILED
4:45 PM OPR.#808
WORD COUNT

Transmission copy of message begins below this line

To Dr. Klaus Friedrich
Interkammer Berlin
Berling Germany

Via

SENDER MUST SPECIFY ROUTE



July 19, 19 74

RECEIVED YOUR MATERIALS TODAY INCLUDING SIX SPEECHES, DRAWINGS
PHOTOGRAPHS AND DRAFT OF INVITATION. HAVE DEEMED TRANSLATION OF
SPEECH SYNOPSIS FOR INVITATION, AS WELL AS SPEECHES FOR DISTRIBUTION
AFTER LECTURES. IN ORDER TO CLARIFY ALL POINTS, I WILL CALL YOU
BY TELEPHONE MONDAY, JULY 22, AT 5:00 PM YOUR TIME. DUE TO
POSSIBILITY OF NOT GETTING TRANSATLANTIC CABLE, WOULD APPRECIATE
IF YOU WOULD REMAIN IN YOUR OFFICE UNTIL 5:30 PM YOURTIME.

FORREST
IMAGEAD

Send the above message subject to the conditions, rules and regulations of Western Union International, Inc. set forth in its tariffs on file with the Federal Communications Commission.

Western Union International, Inc.

WUI 1255R (5/70)

CLASS	
FULL RATE	
CABLE LETTER (LT)	X
PRESS	

FULL RATE WILL APPLY UN-
LESS OTHERWISE INDICATED

CABLEGRAM

E. A. GALLAGHER, President

CHARGE TO: NAME Van Brunt & Company
ADDRESS 111 E. Wacker Drive
Chicago, Illinois 60601
ACCOUNT No.

TIME FILED	2:30 PM	opr. 205
WORD COUNT		

Transmission copy of message begins below this line

To Dr. Klaus Friedrich
INTERKOMMER BERLIN
BERLIN, GERMANY

Via

SENDER MUST SPECIFY ROUTE



JULY 25, 19 74

PER OUR TELEPHONE CONVERSATION OF MONDAY ~~NRXXXXXXNRXX~~ FOLLOWING ARE
THE ADDITIONAL COSTS. THE COST OF PRODUCING 100 PRINTS OF EACH OF THE
33 PHOTOGRAPHS WILL BE \$429. POSTAGE FOR MAILING 3500 INVITATIONS WILL
BE \$1,050.00. RENTAL OF POST OFFICE BOX FOR RETURN OF REPLY CARDS WILL
BE \$9.20. ADDRESSING AND MAILING OF INVITATIONS \$250. THESE COSTS ARE
IN ADDITION TO THOSE OUTLINED IN MY LETTER OF MAY 31. HAVE TALKED WITH
MR. DUELLMAN OF MCCORMICK IBM AND IT HAS BEEN ARRANGED THAT THE MEETINGS
WILL BE SEPTEMBER 5 and 6. LETTER FOLLOWS BREAKDOWN COMPLETE COSTS AS
OF THIS DATE.

FORREST
IMAGEAD

Send the above message subject to the conditions, rules and regulations of Western Union International, Inc. set forth in its tariffs on file with the Federal Communications Commission.

July 25, 1974

Dr. Klaus Friedrich
CHAMBER OF FOREIGN TRADE
OF THE GERMAN DEMOCRATIC REPUBLIC
Schadowstrasse 1b
108 Berlin, Germany

Dear Dr. Friedrich:

Due to the fact that we have been corresponding by cable and telex a great deal and due to the nature of brevity in such correspondence, I would like at this time to outline in detail to what point we have progressed and what we have agreed upon regarding the upcoming Machine Tool Exhibition in Chicago. In my letter to you of May 31, I outlined the proposals for invitations and the preparation of the materials for a 4-color advertisement in the Machine Tool Directory.

It is my understanding now that we are not to prepare materials for this advertisement, but that we are to proceed with the preparation of 3500 invitations for which you will supply the invitation list. In addition to the cost of the invitations, we are also to reproduce 100 prints each of 33 photographs which you sent along with the speech texts. The speeches and synopses are now being translated, as per our arrangement.

Additionally, we have secured for you a Post Office Box which will simplify the receipt of the reply cards to the invitations. I would also like to reiterate that when you arrive here in Chicago in advance of the meetings that we can make available to you an office with complete facilities and telephone service which you may require during the meetings. We have also secured a service that will do the addressing of the invitations, place the invitations in the envelopes, apply postage and mail, which I have listed in the cost breakout attached herewith. We have been in contact with Mr. Duellman of McCormick Inn and it has been arranged that the meetings will now be on September 5 and 6 instead of September 4 and 5, as originally planned.

As I mentioned on the telephone on Monday, we are preparing the speech covers on normal letter size paper so that the copies of the speeches and the photographs can be placed in the pocket for easy distribution following the meetings. The invitations, which match the speech covers, will be produced in the same size of the material which you originally gave me.

Mr. Klaus Friedrich
Page Two
July 25, 1978

It was my understanding during our telephone conversation that you expect to be in Chicago within the next two weeks or so, and I look forward to discussing with you the remaining activities which we will conduct for you prior to your arrival in September. If you need to change anything or would like to discuss any of the above materials, please do not hesitate to call me.

Sincerely yours,

A handwritten signature, possibly reading "PZ", is written in dark ink.

SEF:amb
encls.

June 24, 1974

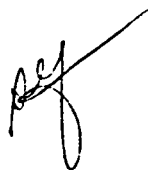
Dr. Klaus Friedrich
Director
CHAMBER OF FOREIGN TRADE GDR
DDR 108, Berlin
Schadowstrade 1
Germany

Dear Dr. Friedrich:

Enclosed is the original artwork of the German Democratic Republic flag. We have made transparencies so that once we receive word from you to proceed, we can do so.

Looking forward to hearing from you soon.

Sincerely yours,

A handwritten signature in dark ink, appearing to be 'SEF', written over a horizontal line.

SEF:amb
encl.

Van Brunt & Company, Chicago
Incorporated
111 East Wacker Drive
Chicago, Illinois 60601
644-4600

Stuart E. Forrest
Vice President
International

May 31, 1974

Dr. Klaus Friedrich
BEVERLY HILLS HILTON HOTEL
9876 Wilshire Boulevard
Beverly Hills, California 90210

Dear Dr. Friedrich:

Thank you for giving us the opportunity to assist your efforts here in the United States for the German Democratic Republic. Per our conversation of yesterday morning, the following is a breakdown of the costs which will be incurred to produce the items discussed in our meeting. The figures I have developed are as accurate as possible under the time restraints which were assumed to give you this material in the required time.

SPEECH SYNOPSES (Six Speeches):

Translation	\$110.00
Agency Commission	19.42
Total Cost	<u>\$129.42</u>

SPEECH TEXTS (Six Speeches -
(Maximum 20 Pages Each))

Translations	\$1,500.00
Typing of speeches	540.00
Printing (100 copies each)	420.00
	<u>\$2,460.00</u>
Agency Commission	434.19
Total Cost	<u>\$2,894.19</u>

INVITATIONS TO MEETINGS OF SEPTEMBER 4 AND 5:

The cover will be printed 4-color, the inside second page will be 2-color reproducing the blue logo WMW, attached following that will be the printed synopses of the six speeches. All of this will be bound together by two staples (saddle stitched).

Included within the invitation will be printed reply cards and a self-addressed envelope to enable recipients to respond regarding their attendance.

Because of the size of the text of the six speeches to be given at the seminars, we felt that it would be extremely difficult to reproduce the

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texts of the speeches in the size necessary to be enclosed in the invitation. We, therefore, will reproduce the cover in an 8½" x 11" size with proper inside fold into which all six speeches can be placed and distributed. The invitation cover and the cover for the speeches will be identical.

The following costs reflect charges necessary to reproduce all of the items mentioned above.

3,500 INVITATIONS PLUS 1,000 SPEECH COVERS:

Type	\$ 140.00
Stats	30.00
Keyline	195.00
Duplicate Transparency	25.00
Printing	<u>2,693.00</u>
	\$3,083.00
Agency Commission	<u>544.15</u>
Total Cost	\$3,627.15

5,000 INVITATIONS PLUS 1,000 SPEECH COVERS:

Type	\$ 140.00
Stats	30.00
Keyline	195.00
Duplicate Transparency	25.00
Printing	<u>3,173.00</u>
	\$3,563.00
Agency Commission	<u>628.86</u>
Total Cost	\$4,191.86

ADVERTISING COSTS:

1 4-color page in the "Machine Tool Show" issue of AMERICAN MACHINIST	\$2,060.00
Agency Commission	<u>309.00</u>
Total Cost	\$2,369.00

PRODUCTION COSTS:

Type, Stats, Keyline and reproduction material (offset film)	\$2,200.00
Artwork	<u>800.00</u>
	\$3,000.00
Agency Commission	<u>529.50</u>
Total Cost	\$3,529.50

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Attached herewith are the materials which you left with me. I have made copies of these materials in order to continue production once we have received word from you to proceed. I have taken the liberty of keeping the artwork on the German Democratic Republic flag, as it is the only one available and I will return it to you next week.

I believe that this covers all of the information you requested. I look forward to hearing from you at your earliest opportunity so that we may proceed with the production of these materials. If you need any further clarification or further assistance, please do not hesitate to contact me.

Sincerely yours,

A handwritten signature in cursive script, appearing to read "Stuart R. Jount". The signature is written in dark ink and is positioned to the right of the typed name "Stuart R. Jount".

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FRIEDRICH - RE: YOUR TELEX AUGUST 9 I'M SOMEWHAT
CONFUSED. STILL WAITING FROM YOU INVITATION LIST
SO WE CAN MAIL INVITATIONS OUT. YOU MENTION
300 LETTERS YOU HAVE SENT OUT TO DIV. FIRMS IN
U.S. ARE THESE INVITATIONS? IN ORDER TO GIVE
PROPER RESPONSE TIME INVITATIONS MUST BE MAILED
BY FRIDAY AUGUST 16. I ATTEMPTED CONTACTING
MESSRS. FISCHER AND GLUBINGER BUT NO LISTINGS
AVAILABLE. SUGGEST YOU CALL ME DIRECT ON TUESDAY
AT 0930 AUGUST 13. BEST REGARDS.

FORREST

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Western Union International, Inc. Telex

Send to
20th Ave. C-10
to him

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VAN BRUNT
NEW YORK

C/O MR. FORREST

DEAR MR. FORREST,
WE REFER TO YOUR LETTER DATED MAY 31, 1974. WE ENCLOSE TO OUR
LETTER ONCE MORE THE DRAUGHTS OF THE COVERS, ETC. WE KINDLY
ASK YOU TO PRODUCE 3500 INVITATIONS ACCORDING TO YOUR OFFER.

IT IS NOT PLANNED TO ADD THE SPEECHES TO THE INVITATIONS. THE
SPEECHES ARE TO BE REPRODUCED IN CONFORMITY WITH INVITATION"
THE INVITATION(COVER AND DISTRIBUTED AFTER THE LECTURE.
IT IS NOTV

IT IS NOT POSSIBLE TO EXAMINE YOUR PROPOSAL WITHIN SUCH A SHORT
PERIOD. WE ASK YOU NOT TO ORDER AS"" ADVERTISEMENT IN "AMERICAN
MACHINIST".
TODAY WE ARE SENDING YOU BY AIR MAIL THE DATES AND HOURS FOR
THE VARIOUS SPEECHES AND THE TEXTS S AS WELL AS THE MATERIAL WHICH
YOU ALREADY KNOW.

YOURS SINCERELY,
FRIEDRICH
DIRECTOR

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VANBRUN62407

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Telegram

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IMAGEAD

CHICAGO/USA

MR. PRESIDENT FORREST

PLEASE SEND US ONE COPY OF YOUR OFFER

INTERKAMMER BERLIN FRIEDRICH

NNN

NNNN

50

ON JUL 4 PM 2 39

*Send copy
5/31/74
7/10/74*

Telex Western Union International, Inc. International

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FRIEDRICH - DUE TO NATIONAL HOLIDAY YOUR CABLE DID NOT REACH ME UNTIL TODAY. I HAVE AIRMAILED TO YOU TODAY A COPY OF OUR PROPOSAL OF MAY 31 OUTLINING COSTS FOR ENTIRE PROGRAM. I HAVE NOT PROCEEDED WITH TRANSLATIONS OF SYNOPSIS OF THE FORTHCOMING SPEECHES BECAUSE I HAVE NOT HAD AFFIRMATIVE REPLY FROM YOU TO PROCEED. NEED TO HEAR FROM YOU IMMEDIATELY NOW BECAUSE AUGUST ISSUE OF AMERICAN MACHINIST FEATURING INTERNATIONAL MACHINE TOOL SHOW AND EXHIBITORS REQUIRES MATERIAL FOR YOUR PROPOSED ADVERTISEMENT BY FRIDAY JULY 19. THE ONLY POSSIBLE WAY TO MAKE THIS SHOW ISSUE NOW IS TO ALLOW US TO PREPARE AD ON OUR OWN BEST JUDGMENT. PLEASE ADVISE.

FORREST
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02.3 MINM